



Bezeq Facts & Figures Q4 & FY 2020

Three months and year ending December 31, 2020

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(NIS millions)

		FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020
Bezeq Group													
Key Income Statement Metrics													
Revenues		9,789	9,321	2,256	2,224	2,247	2,202	8,929	2,187	2,155	2,178	2,203	8,723
	QoQ Change				-1.4%	1.0%	-2.0%		-0.7%	-1.5%	1.1%	1.1%	
	YoY Change		-4.8%					-4.2%	-3.1%	-3.1%	-3.1%	0.0%	-2.3%
Depreciation, amortization & impairment		1,715	2,189	466	478	481	487	1,912	451	459	464	463	1,837
	QoQ Change				2.6%	0.6%	1.2%		-7.4%	1.8%	1.1%	-0.2%	
	YoY Change		27.6%					-12.7%	-3.2%	-4.0%	-3.5%	-4.9%	-3.9%
Salaries		2,005	1,992	492	489	474	478	1,933	479	444	474	494	1,891
	QoQ Change				-0.6%	-3.1%	0.8%		0.2%	-7.3%	6.8%	4.2%	
	YoY Change		-0.6%					-3.0%	-2.6%	-9.2%	0.0%	3.3%	-2.2%
Other operating expenses (income), net		(19)	634	(25)	(414)	39	179	(221)	(3)	(19)	(7)	103	74
Loss from impairment of assets		87	1,675	-	951	-	196	1,147	-	-	268	25	293
Operating profit (loss)		2,098	(582)	504	(102)	440	8	850	459	511	189	296	1,455
	QoQ Change				N/M	N/M	-98.2%		5637.5%	11.3%	-63.0%	56.6%	
	YoY Change		N/M					N/M	-8.9%	N/M	-57.0%	3600.0%	71.2%
Finance expenses (income), net		417	435	99	136	205	109	549	34	159	80	98	371
	QoQ Change				37.4%	50.7%	-46.8%		-68.8%	367.6%	-49.7%	22.5%	
	YoY Change		4.3%					26.2%	-65.7%	16.9%	-61.0%	-10.1%	-32.4%
Income taxes		453	72	110	1,340	56	(13)	1,493	98	83	83	24	288
	QoQ Change					-95.8%	-123.2%		-853.8%	-15.3%	0.0%	-71.1%	
	YoY Change		-84.1%					(1,194)	-10.9%	-93.8%	48.2%	N/M	-80.7%
Net profit (loss) - reported		1,223	(1,092)	295	(1,579)	177	(87)	(1,194)	327	269	26	174	796
	QoQ Change				N/M	N/M	N/M		32700.0%	-17.7%	-90.3%	569.2%	
	YoY Change		N/M					9.3%	10.8%	N/M	-85.3%	N/M	N/M
ADJUSTED NET PROFIT		1,296	961	286	217	207	203	913	325	252	290	277	1,144
EBITDA, reported		3,813	1,607	970	376	921	495	2,762	910	970	653	759	3,292
	QoQ Change				-61.2%	144.9%	-46.3%		83.8%	6.6%	-32.7%	16.2%	
	YoY Change		-57.9%					71.9%	-6.2%	158.0%	-29.1%	53.3%	19.2%
ADJUSTED EBITDA		3,881	3,916	945	913	960	870	3,688	907	951	914	887	3,659
	QoQ Change				-3.4%	5.1%	-9.4%		4.3%	4.9%	-3.9%	-3.0%	
	YoY Change		0.9%					-5.8%	-4.0%	4.2%	-4.8%	2.0%	-0.8%
Earnings Per Share - Diluted (NIS)		0.45	(0.39)	0.11	(0.57)	0.06	(0.03)	(0.43)	0.12	0.10	0.01	0.06	0.29
Shares Outstanding - Diluted		2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765	2,765
Operating & General Expenses													
Total operating & general expenses		3,903	3,413	819	822	813	854	3,308	801	760	790	822	3,173
	QoQ Change				0.4%	-1.1%	5.0%		-6.2%	-5.1%	3.9%	4.1%	
	YoY Change		-12.6%					-3.1%	-2.2%	-7.5%	-2.8%	-3.7%	-4.1%
Terminal equipment & materials		867	771	191	181	202	232	806	188	176	189	194	747
	QoQ Change				-5.2%	11.6%	14.9%		-19.0%	-6.4%	7.4%	2.6%	
	YoY Change		-11.1%					4.5%	-1.6%	-2.8%	-6.4%	-16.4%	-7.3%
Interconnect & payments to telecom operators		805	789	189	194	193	181	757	185	201	199	191	776
	QoQ Change				2.6%	-0.5%	-6.2%		2.2%	8.6%	-1.0%	-4.0%	
	YoY Change		-2.0%					-4.1%	-2.1%	3.6%	3.1%	5.5%	2.5%
Maintenance of buildings and sites		584	286	68	65	70	68	271	65	46	68	67	246
	QoQ Change				-4.4%	7.7%	-2.9%		-4.4%	-29.2%	47.8%	-1.5%	
	YoY Change		-51.0%					-5.2%	-4.4%	-29.2%	-2.9%	-1.5%	-9.2%
Marketing & general		595	555	123	118	120	128	489	117	114	117	114	462
	QoQ Change				-4.1%	1.7%	6.7%		-8.6%	-2.6%	2.6%	-2.6%	
	YoY Change		-6.7%					-11.9%	-4.9%	-3.4%	-2.5%	-10.9%	-5.5%
Services and maintenance by sub-contractors		260	277	70	68	63	69	270	68	71	68	96	303
	QoQ Change				-2.9%	-7.4%	9.5%		-1.4%	4.4%	-4.2%	41.2%	
	YoY Change		6.5%					-2.5%	-2.9%	4.4%	7.9%	39.1%	12.2%
Vehicle maintenance		156	82	18	20	16	17	71	14	9	14	13	50
	QoQ Change				11.1%	-20.0%	6.3%		-17.6%	-35.7%	55.6%	-7.1%	
	YoY Change		-47.4%					-13.4%	-22.2%	-55.0%	-12.5%	-23.5%	-29.6%
Content		636	653	160	176	149	159	644	164	143	135	147	589
	QoQ Change				10.0%	-15.3%	6.7%		3.1%	-12.8%	-5.6%	8.9%	
	YoY Change		2.7%					-1.4%	2.5%	-18.8%	-9.4%	-7.5%	-8.5%
Ratios													
Net margin		12.5%	-11.7%	13.1%	-71.0%	7.9%	-4.0%	-13.4%	15.0%	12.5%	1.2%	7.9%	9.1%
EBITDA margin		39.0%	17.2%	43.0%	16.9%	41.0%	22.5%	30.9%	41.6%	45.0%	30.0%	34.5%	37.7%
Capex/Sales		15.6%	18.5%	16.5%	23.6%	14.6%	14.7%	17.4%	15.5%	16.3%	20.3%	16.7%	17.2%



(NIS millions)

FY 2017 FY 2018 Q1 2019 Q2 2019 Q3 2019 Q4 2019 FY 2019 Q1 2020 Q2 2020 Q3 2020 Q4 2020 FY 2020

Bezeq Group

Key Cash Flow Metrics

Operating cash flow		3,525	3,512	765	624	787	748	2,924	879	561	830	950	3,220
QoQ Change					-18.4%	26.1%	-5.0%		17.5%	-36.2%	48.0%	14.5%	
YoY Change			-0.4%					-16.7%	14.9%	-10.1%	5.5%	27.0%	10.1%
Capital expenditures, gross (cash)		1,530	1,727	373	525	329	324	1,551	338	351	442	368	1,499
QoQ Change					40.8%	-37.3%	-1.5%		4.3%	3.8%	25.9%	-16.7%	
YoY Change			12.9%					-10.2%	-9.4%	-33.1%	34.3%	13.6%	-3.4%
Proceeds from sale of assets		98	235	41	341	15	12	409	8	20	3	117	148
QoQ Change					731.7%	-95.6%	-20.0%		-33.3%	150.0%	-85.0%	3800.0%	
YoY Change			139.8%					74.0%	-80.5%	-94.1%	-80.0%	875.0%	-63.8%
Capital expenditures, net (cash)		1,432	1,492	332	184	314	312	1,142	330	331	439	251	1,351
QoQ Change					-44.6%	70.7%	-0.6%		5.8%	0.3%	32.6%	-42.8%	
YoY Change			4.2%					-23.5%	-0.6%	79.9%	39.8%	-19.6%	18.3%
Lease payments (IFRS 16)			422	117	90	115	92	414	113	86	106	86	391
Free cash flow		2,093	1,598	316	350	358	344	1,368	436	144	285	613	1,478
QoQ Change					10.8%	2.3%	-3.9%		26.7%	-67.0%	97.9%	115.1%	
YoY Change			-23.7%					-14.4%	38.0%	-58.9%	-20.4%	78.2%	8.0%

Working Capital

Change in trade & other receivables		206	269	(18)	45	20	56	103	(44)	-	26	75	57
Change in inventory		(35)	(5)	(9)	-	4	(14)	(19)	(17)	(3)	10	23	13
Change in trade & other payables		9	(132)	6	(176)	50	43	(77)	98	(223)	34	108	17
Change in provisions		15	81	(30)	3	(5)	(17)	(49)	-	(3)	(8)	3	(8)
Change in employee benefits		(33)	489	(46)	(52)	(58)	106	(50)	(88)	(78)	(66)	40	(192)
Change in other liabilities		(34)	-	(12)	6	(11)	9	(8)	(7)	-	(5)	18	(1)
Total changes in assets and liabilities		128	702	(109)	(174)	0	183	(100)	(58)	(307)	(9)	260	(114)
Income tax paid, net		446	467	49	104	89	83	325	-	86	78	79	243
Interest paid		415	421	5	185	21	181	392	5	154	5	150	314
Funds From Operations (FFO)		3,397	2,810	757	708	672	887	3,024	824	782	733	995	3,334



	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
(NIS millions)	2018	2019	2019	2019	2019	2019	2020	2020	2020	2020	2020
Bezeq Group											
Balance Sheet											
Cash & cash equivalents	890	1,265	971	639	400	400	927	708	897	840	840
Investments	1,404	1,347	1,944	1,750	1,195	1,195	1,114	1,221	1,306	724	724
Trade receivables	1,775	1,752	1,737	1,727	1,677	1,677	1,674	1,698	1,692	1,621	1,621
Other receivables	284	298	308	341	342	342	357	340	332	178	178
Eurocom DBS Ltd., related party	-	-	-	-	-	-	-	-	-	-	-
Inventory	97	102	100	94	96	96	109	110	96	73	73
Assets held for sale	-	-	-	-	43	43	45	46	46	10	10
Total current assets	4,450	4,764	5,060	4,551	3,753	3,753	4,226	4,123	4,369	3,446	3,446
Trade and other receivables	470	511	535	442	477	477	476	454	525	514	514
Broadcasting rights	60	69	59	63	59	59	65	65	67	67	67
Right-of-use assets	1,504	1,444	1,394	1,361	1,308	1,308	1,394	1,329	1,276	1,804	1,804
Fixed assets	6,214	6,215	6,245	6,217	6,039	6,039	6,072	6,076	6,069	6,131	6,131
Intangible assets	1,919	1,923	977	968	916	916	916	935	952	929	929
Deferred tax assets	1,205	1,193	12	18	81	81	61	57	53	108	108
Deferred expenses and non-current investments	468	472	474	477	358	358	364	361	233	242	242
Investment property	58	58	-	-	-	-	-	-	-	-	-
Total non-current assets	11,898	11,885	9,696	9,546	9,238	9,238	9,348	9,277	9,175	9,795	9,795
Total assets	16,348	16,649	14,756	14,097	12,991	12,991	13,574	13,400	13,544	13,241	13,241
Debentures, loans and borrowings	1,542	1,538	1,625	1,126	1,007	1,007	1,002	955	957	786	786
Lease liability	445	422	434	427	416	416	415	399	387	415	415
Trade and other payables	1,855	2,010	1,600	1,681	1,614	1,614	1,834	1,580	1,669	1,759	1,759
Current tax liabilities	-	10	20	15	-	-	51	46	46	-	-
Liability to Eurocom DBS Ltd.	-	-	-	-	-	-	-	-	-	-	-
Employee benefits	581	500	443	365	654	654	587	486	441	482	482
Provisions	175	145	148	143	125	125	125	122	113	117	117
Dividend payable	-	-	-	-	-	-	-	-	-	-	-
Total current liabilities	4,598	4,625	4,270	3,757	3,816	3,816	4,014	3,588	3,613	3,559	3,559
Loans and debentures	9,637	9,618	9,709	9,393	8,551	8,551	8,535	8,517	8,507	7,614	7,614
Lease liability	1,106	1,061	1,022	989	969	969	1,049	1,017	971	1,492	1,492
Employee benefits	445	482	487	539	356	356	314	344	334	335	335
Derivative and other liabilities	174	168	163	178	139	139	163	176	342	307	307
Deferred tax liabilities	56	54	53	50	43	43	46	46	48	32	32
Provisions	38	39	39	39	49	49	50	50	54	52	52
Total non-current liabilities	11,456	11,422	11,473	11,188	10,107	10,107	10,157	10,150	10,256	9,832	9,832
Total equity	294	602	(987)	(848)	(932)	(932)	(597)	(338)	(325)	(150)	(150)
Gross debt	11,179	11,156	11,334	10,519	9,558	9,558	9,537	9,472	9,464	8,400	8,400
Cash and short-term investments	2,294	2,612	2,915	2,389	1,595	1,595	2,041	1,929	2,203	1,564	1,564
Net debt	8,885	8,544	8,419	8,130	7,963	7,963	7,496	7,543	7,261	6,836	6,836
Net debt / Adjusted EBITDA (ttm)	2.5				2.4	2.4	2.3	2.3	2.2	2.1	2.1



(NIS millions)

FY 2017 FY 2018 Q1 2019 Q2 2019 Q3 2019 Q4 2019 FY 2019 Q1 2020 Q2 2020 Q3 2020 Q4 2020 FY 2020

Bezeq Group

Adjusted EBITDA Calculation

EBITDA reported	3,813	1,607	970	376	921	495	2,762	910	970	653	759	3,292
Other operating expenses (income), net	(19)	634	(25)	(414)	39	179	(221)	(3)	(19)	(7)	103	74
Loss from impairment of assets	87	1,675	-	951	-	196	1,147	-	-	268	25	293
ADJUSTED EBITDA	3,881	3,916	945	913	960	870	3,688	907	951	914	887	3,659
QoQ Change			-75.7%	-3.4%	5.1%	-9.4%		4.3%	4.9%	-3.9%	-3.0%	
YoY Change		0.9%					-5.8%	-4.0%	4.2%	-4.8%	2.0%	-0.8%
ADJUSTED EBITDA Margin	39.6%	42.0%	41.9%	41.1%	42.7%	39.5%	41.3%	41.5%	44.1%	42.0%	40.3%	41.9%

Adjusted Net Profit Calculation

NET PROFIT reported	1,223	(1,092)	295	(1,579)	177	(87)	(1,194)	327	269	26	174	796
Other operating expenses (income), net - Group	(14)	492	(9)	(321)	30	139	(161)	-	-	-	-	-
Other operating expenses (income), net - Fixed-Line	-	-	-	-	-	-	-	(3)	(2)	(4)	61	52
Other operating expenses (income), net - Pelephone	-	-	-	-	-	-	-	1	(3)	-	16	14
Other operating expenses (income), net - Bezeq Intl	-	-	-	-	-	-	-	-	-	-	6	6
Other operating expenses (income), net - yes	-	-	-	-	-	-	-	-	(12)	-	(3)	(15)
Other operating expenses (income), net - Walla	-	-	-	-	-	-	-	-	-	-	(2)	(2)
Loss from impairment of assets (yes and Walla)	87	1,561	-	-	-	-	-	-	-	-	-	-
Loss from impairment of Pelephone assets	-	-	-	951	-	-	951	-	-	-	-	-
Loss from impairment of Bezeq International assets	-	-	-	-	-	151	151	-	-	282	25	307
Profit from increase in value of Walla assets	-	-	-	-	-	-	-	-	-	(14)	-	(14)
Tax asset write-off	-	-	-	1,166	-	-	1,166	-	-	-	-	-
ADJUSTED NET PROFIT	1,296	961	286	217	207	203	913	325	252	290	277	1,144
QoQ Change			-78.0%	-24.0%	-4.6%	-1.9%		59.7%	-22.3%	15.0%	-4.5%	
YoY Change		-25.8%					-5.0%	13.7%	16.2%	40.0%	36.5%	25.3%



NIS Millions

	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020
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Bezeq Group

Other Operating Expenses (Income), Net

Profit from increase to controlling stake in yes	-	-	-	-	-	-	-	-	-	-	-
Profit from the sale of shares in Coral Tel Ltd.	-	-	-	-	-	-	-	-	-	-	-
Profit from the sale of affiliate	(14)	-	-	-	-	-	-	-	-	(22)	(22)
Profit from the sale of property, plant and equipment (mainly real estate)	(1)	(44)	(417)	(11)	(36)	(508)	(9)	4	(6)	(7)	(18)
Profit from copper sales	-	-	-	-	-	-	-	-	-	-	-
Provision (cancellation)-contingent liabilities, net	-	-	-	-	-	-	-	-	-	-	-
Provision (cancellation) for early retirement agreement - Bezeq Fixed-Line	547	(25)	1	3	130	109	5	(5)	-	64	64
Provision (cancellation) for collective agreements at Telephone, Bezeq International and yes	12	45	-	45	77	167	-	(5)	-	14	9
Loss from the discontinuation of a software development project	-	-	-	-	-	-	-	-	-	-	-
Proceeds from settlement agreements	-	-	-	-	-	-	-	(9)	-	-	(9)
Provision for grant to fixed-line employees	-	-	-	-	-	-	-	-	-	40	40
Other (mainly legal claims)	90	(1)	2	2	8	11	1	(4)	(1)	14	10
Total other operating expenses (income), net	634	(25)	(414)	39	179	(221)	(3)	(19)	(7)	103	74



NIS Millions

	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020
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Bezeq Group - Financing Expenses

Financing Expenses (Income), Net											
Interest expense for financial liabilities	370	85	89	94	81	349	73	72	66	62	273
Costs for early repayment of loans and debentures	-	-	-	73	20	93	-	51	-	14	65
Financing expenses for lease commitments	26	6	7	9	7	29	7	7	7	9	30
Linkage and exchange rate differences	63	5	31	-	7	43	2	4	10	6	22
Financing expenses for employee benefits	9	12	18	42	17	89	(29)	29	8	-	8
Change in fair value of financial assets	-	3	3	3	-	9	-	4	-	7	11
Other financing expenses	5	2	1	3	6	12	2	2	3	-	7
Change in the liability for contingent consideration for a business combination	43	-	-	-	-	-	-	-	-	-	-
Total Financing Expenses	516	113	149	224	138	624	55	169	94	98	416
Financing income from credit in sales	30	8	7	8	6	29	8	7	8	7	30
Other financing income	27	6	6	11	9	32	6	3	6	-	15
Financing income from debenture exchange	-	-	-	-	14	14	-	-	-	-	-
Change in fair value of financial assets	24	-	-	-	-	-	7	-	-	(7)	-
Total Financing Income	81	14	13	19	29	75	21	10	14	0	45
Total Financing Expenses, Net	435	99	136	205	109	549	34	159	80	98	371

Bezeq Group - Impairment of Assets

Impairment of Assets											
Loss from impairment (Bezeq International)	-	-	-	-	196	196	-	-	282	25	307
Loss (gain) from impairment (Walla)	37	-	-	-	-	-	-	-	(14)	-	(14)
Loss from impairment (Pelephone)	-	-	951	-	-	951	-	-	-	-	-
Loss from impairment (yes)	1,638	-	-	-	-	-	-	-	-	-	-
Total	1,675	-	951	-	196	1,147	-	-	268	25	293

Bezeq Group - Salaries

Salaries											
Salaries and related expenses	2,571	N/A	N/A	N/A	N/A	2,472	N/A	N/A	N/A	N/A	2,439
Less: capitalized salaries to fixed and intangible assets	(579)	N/A	N/A	N/A	N/A	(539)	N/A	N/A	N/A	N/A	(548)
Net salaries	1,992					1,933					1,891

		(NIS millions)											
		FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020
Bezeq Fixed-Line													
Key Income Statement Metrics (Revenues)													
Total Revenues		4,244	4,196	1,043	1,020	1,025	985	4,073	1,018	1,044	1,042	1,055	4,159
	QoQ Change			1.7%	-2.2%	0.5%	-3.9%		3.4%	2.6%	-0.2%	1.2%	
	YoY Change	-3.2%	-1.1%	-1.9%	-4.1%	-1.7%	-4.0%	-2.9%	-2.4%	1.7%	7.1%	2.1%	
Broadband Internet		1,544	1,596	397	396	393	392	1,578	395	402	408	417	1,622
	QoQ Change			0.3%	-0.3%	-0.8%	-0.3%		0.8%	1.8%	1.5%	2.2%	
	YoY Change	2.9%	3.4%	0.3%	-1.7%	-2.0%	-1.0%	-1.1%	-0.5%	3.8%	6.4%	2.8%	
Telephony		1,281	1,156	269	264	259	247	1,039	248	258	254	248	1,008
	QoQ Change			-4.3%	-1.9%	-1.9%	-4.6%		0.4%	-4.0%	-1.6%	-2.4%	
	YoY Change	-8.0%	-9.8%	-10.9%	-9.3%	-8.2%	-12.1%	-10.1%	-7.8%	-2.3%	-1.9%	0.4%	-3.0%
Transmission & data		975	977	246	238	245	219	948	244	251	250	266	1,011
	QoQ Change			1.2%	-3.3%	2.9%	-10.6%		11.4%	2.9%	-0.4%	6.4%	
	YoY Change	-8.8%	0.2%	-0.4%	-2.5%	0.8%	-9.9%	-3.0%	-0.8%	5.5%	2.0%	21.5%	6.6%
Cloud & digital services		230	260	71	68	69	66	274	72	70	71	75	288
	QoQ Change			12.7%	-4.2%	1.5%	-4.3%		9.1%	-2.8%	1.4%	5.6%	
	YoY Change	13.3%	13.0%	14.5%	3.0%	0.0%	4.8%	5.4%	1.4%	2.9%	2.9%	13.0%	5.1%
Other		214	207	60	54	59	61	234	59	63	59	49	230
	QoQ Change			39.5%	-10.0%	9.3%	3.4%		-3.3%	6.8%	-6.3%	-16.9%	
	YoY Change	-2.3%	-3.3%	7.1%	-10.0%	22.9%	41.9%	13.0%	-1.7%	16.7%	0.0%	-19.7%	-1.7%
Revenues from Residential Customers		2,232	2,101	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	2,029	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	2,033
	% of total revenues	52.6%	50.1%					49.8%					48.9%
Revenues from Business Customers		2,012	2,095	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	2,044	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	2,126
	% of total revenues	47.4%	49.9%					50.2%					51.1%
Key Income Statement Metrics													
Depreciation & amortization		728	850	207	204	225	225	861	212	218	222	225	877
	QoQ Change			-4.6%	-1.4%	10.3%	0.0%		-5.8%	2.8%	1.8%	1.4%	
	YoY Change	1.5%	16.8%	-3.3%	-3.3%	3.2%	3.7%	1.3%	2.4%	6.9%	-1.3%	0.0%	1.9%
Salaries		891	912	233	231	224	223	911	229	224	225	241	919
	QoQ Change			6.4%	-0.9%	-3.0%	-0.4%		2.7%	-2.2%	0.4%	7.1%	
	YoY Change	-0.8%	2.4%	2.2%	-0.4%	-3.9%	1.8%	-0.1%	-1.7%	-3.0%	0.4%	8.1%	0.9%
Other operating expenses (income), net		(23)	614	(69)	(423)	(8)	94	(406)	(4)	(2)	(5)	79	68
Operating profit (loss)		1,971	1,224	531	875	440	296	2,142	439	464	446	356	1,705
	QoQ Change			<i>N/M</i>	64.8%	-49.7%	-32.7%		48.3%	5.7%	-3.9%	-20.2%	
	YoY Change	-5.1%	-37.9%	12.3%	126.1%	-2.4%	<i>N/M</i>	75.0%	-17.3%	-47.0%	1.4%	20.3%	-20.4%
Finance expenses (income), net		403	470	106	141	207	115	569	49	163	91	100	403
	QoQ Change			-9.4%	33.0%	46.8%	-44.4%		-57.4%	232.7%	-44.2%	9.9%	
	YoY Change	-9.4%	16.6%	-12.4%	18.5%	83.2%	-1.7%	21.1%	-53.8%	15.6%	-56.0%	-13.0%	-29.2%
Income taxes		396	187	104	172	58	47	381	95	72	55	40	262
	QoQ Change			<i>N/M</i>	65.4%	-66.3%	-19.0%		102.1%	-24.2%	-23.6%	-27.3%	
	YoY Change	-0.8%	-52.8%	16.9%	160.6%	-28.4%	<i>N/M</i>	103.7%	-8.7%	-58.1%	-5.2%	-14.9%	-31.2%
Net profit (loss) - reported		1,172	567	321	562	175	134	1,192	295	229	300	216	1,040
	QoQ Change			<i>N/M</i>	75.1%	-68.9%	-23.4%		120.1%	-22.4%	31.0%	-28.0%	
	YoY Change	-4.9%	-51.6%	22.1%	178.2%	-31.9%	<i>N/M</i>	110.2%	-8.1%	-59.3%	71.4%	61.2%	-12.8%
ADJUSTED NET PROFIT (LOSS) (excluding other operating income/expenses)		1,155	1,040	268	236	169	206	879	292	227	296	277	1,092
EBITDA, reported		2,699	2,074	738	1,079	665	521	3,003	651	682	668	581	2,582
	QoQ Change			467.7%	46.2%	-38.4%	-21.7%		25.0%	4.8%	-2.1%	-13.0%	
	YoY Change	-3.4%	-23.2%	9.0%	80.4%	-0.6%	300.8%	44.8%	-11.8%	-36.8%	0.5%	11.5%	-14.0%
ADJUSTED EBITDA (excluding other operating income/expenses)		2,676	2,688	669	656	657	615	2,597	647	680	663	660	2,650
	QoQ Change			4.7%	-1.9%	0.2%	-6.4%		5.2%	5.1%	-2.5%	-0.5%	
	YoY Change	-3.7%	0.4%	-3.7%	-4.5%	-1.5%	-3.8%	-3.4%	-3.3%	3.7%	0.9%	7.3%	2.0%
Key Cash Flow Metrics													
Operating cash flow		2,225	2,206	471	416	484	476	1,847	611	334	561	600	2,106
	QoQ Change			-21.5%	-11.7%	16.3%	-1.7%		28.4%	-45.3%	68.0%	7.0%	
	YoY Change	7.8%	-0.9%	-8.7%	-17.9%	-17.0%	-20.7%	-16.3%	29.7%	-19.7%	15.9%	26.1%	14.0%
Capital expenditures, gross (cash)		825	976	210	333	145	193	881	200	201	272	237	910
	QoQ Change			-6.7%	58.6%	-56.5%	33.1%		3.6%	0.5%	35.3%	-12.9%	
	YoY Change	-1.1%	18.3%	2.4%	6.4%	-37.8%	-14.2%	-9.7%	-4.8%	-39.6%	87.6%	22.8%	3.3%
Proceeds from sale of assets		94	227	39	340	14	14	407	7	19	1	119	146
Capital expenditures, net		731	749	171	(7)	131	179	474	193	182	271	118	764
	QoQ Change			<i>N/M</i>	-104.1%	-1971.4%	36.6%		7.8%	-5.7%	48.9%	-56.5%	
	YoY Change	4.1%	2.5%	-13.6%	-101.9%	-41.8%	<i>N/M</i>	-36.7%	12.9%	<i>N/M</i>	<i>N/M</i>	-34.1%	61.2%
Lease payments (IFRS 16)		99	34	27	25	28	114	32	26	26	27	111	
Free cash flow		1,494	1,358	266	396	328	269	1,259	386	126	264	455	1,231
	QoQ Change			-58.2%	48.9%	-17.2%	-18.0%		43.5%	-67.4%	109.5%	72.3%	
	YoY Change	9.7%	-9.1%	-6.7%	270.1%	-0.6%	-57.7%	-7.3%	45.1%	-68.2%	-19.5%	69.1%	-2.2%
Ratios													
Net margin		27.6%	13.5%	30.8%	55.1%	17.1%	13.6%	29.3%	29.0%	21.9%	28.8%	20.5%	25.0%
EBITDA margin		63.6%	49.4%	70.8%	105.8%	64.9%	52.9%	73.7%	63.9%	65.3%	64.1%	55.1%	62.1%
Capex/Sales		19.4%	23.3%	20.1%	32.6%	14.1%	19.6%	21.6%	19.6%	19.3%	26.1%	22.5%	21.9%

		FY	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
		2017	2018	2019	2019	2019	2019	2019	2020	2020	2020	2020	2020
		(NIS millions)											
Bezeq Fixed-Line (cont'd)													
Operating & general expenses													
Total operating & general expenses		677	596	141	133	144	147	565	142	140	154	154	590
	QoQ Change			-16.1%	-5.7%	8.3%	2.1%		-3.4%	-1.4%	10.0%	0.0%	
	YoY Change	-4.0%	-12.0%	0.7%	-8.3%	0.7%	-12.5%	-5.2%	0.7%	5.3%	6.9%	4.8%	4.4%
Maintenance of buildings and sites		185	143	33	30	35	34	132	30	21	32	30	113
	QoQ Change			-17.5%	-9.1%	16.7%	-2.9%		-11.8%	-30.0%	52.4%	-6.3%	
	YoY Change	-2.1%	-22.7%	-2.9%	-3.2%	-7.9%	-15.0%	-7.7%	-9.1%	-30.0%	-8.6%	-11.8%	-14.4%
Interconnect & payments to telecom operators		118	108	25	24	25	23	97	25	30	30	30	115
	QoQ Change			-10.7%	-4.0%	4.2%	-8.0%		8.7%	20.0%	0.0%	0.0%	
	YoY Change	-9.2%	-8.5%	-10.7%	-11.1%	0.0%	-17.9%	-10.2%	0.0%	25.0%	20.0%	30.4%	18.6%
Marketing & general		188	183	39	34	37	36	146	39	41	41	38	159
	QoQ Change			-25.0%	-12.8%	8.8%	-2.7%		8.3%	5.1%	0.0%	-7.3%	
	YoY Change	-3.6%	-2.7%	-2.5%	-30.6%	-11.9%	-30.8%	-20.2%	0.0%	20.6%	10.8%	5.6%	8.9%
Terminal equipment & materials		44	42	18	17	17	21	73	20	20	19	21	80
	QoQ Change			50.0%	-5.6%	0.0%	23.5%		-4.8%	0.0%	-5.0%	10.5%	
	YoY Change	-6.4%	-4.5%	63.6%	70.0%	88.9%	75.0%	73.8%	11.1%	17.6%	11.8%	0.0%	9.6%
Services and maintenance by sub-contractors		73	83	18	19	21	24	82	21	22	24	27	94
	QoQ Change			-21.7%	5.6%	10.5%	14.3%		-12.5%	4.8%	9.1%	12.5%	
	YoY Change	1.4%	13.7%	-10.0%	-5.0%	5.0%	4.3%	-1.2%	16.7%	15.8%	14.3%	12.5%	14.6%
Vehicle maintenance		69	37	8	9	9	9	35	7	6	8	8	29
	QoQ Change			-38.5%	12.5%	0.0%	0.0%		-22.2%	-14.3%	33.3%	0.0%	
	YoY Change	-4.2%	-46.4%	14.3%	12.5%	0.0%	-30.8%	-5.4%	-12.5%	-33.3%	-11.1%	-11.1%	-17.1%



	(NIS millions)	FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020
Telephone													
Key Income Statement Metrics (Revenues)													
Total Revenues		2,546	2,443	578	570	612	602	2,362	573	535	545	533	2,186
	QoQ Change			-6.5%	-1.4%	7.4%	-1.6%		-4.8%	-6.6%	1.9%	-2.2%	
	YoY Change	-3.2%	-4.0%	-6.6%	-5.3%	1.3%	-2.6%	-3.3%	-0.9%	-6.1%	-10.9%	-11.5%	-7.5%
Service Revenues		1,782	1,755	417	430	446	416	1,709	405	394	396	396	1,591
	QoQ Change			-4.6%	3.1%	3.7%	-6.7%		-2.6%	-2.7%	0.5%	0.0%	
	YoY Change	-2.0%	-1.5%	-3.2%	-1.8%	-0.7%	-4.8%	-2.6%	-2.9%	-8.4%	-11.2%	-4.8%	-6.9%
Equipment Revenues		764	688	161	140	166	186	653	168	141	149	137	595
	QoQ Change			-11.0%	-13.0%	18.6%	12.0%		-9.7%	-16.1%	5.7%	-8.1%	
	YoY Change	-5.9%	-9.9%	-14.4%	-14.6%	7.1%	2.8%	-5.1%	4.3%	0.7%	-10.2%	-26.3%	-8.9%
Revenues from Private Customers		1,541	1,415	N/A	N/A	N/A	N/A	1,334	N/A	N/A	N/A	N/A	1,194
	% of total revenues	60.5%	57.9%					56.5%					54.6%
Revenues from Business Customers		1,005	1,028	N/A	N/A	N/A	N/A	1,028	N/A	N/A	N/A	N/A	992
	% of total revenues	39.5%	42.1%					43.5%					45.4%
Key Income Statement Metrics													
Depreciation & amortization		383	655	157	156	157	163	633	150	151	147	151	599
	QoQ Change			-11.3%	-0.6%	0.6%	3.8%		-8.0%	0.7%	-2.6%	2.7%	
	YoY Change	0.8%	71.0%	-0.6%	-1.9%	-2.5%	-7.9%	-3.4%	-4.5%	-3.2%	-6.4%	-7.4%	-5.4%
Salaries		384	379	94	95	89	95	373	90	70	79	85	324
	QoQ Change			4.4%	1.1%	-6.3%	6.7%		-5.3%	-22.2%	12.9%	7.6%	
	YoY Change	1.6%	-1.3%	-6.0%	0.0%	-5.3%	5.6%	-1.6%	-4.3%	-26.3%	-11.2%	-10.5%	-13.1%
Operating & general expenses		1,698	1,402	337	324	348	364	1,373	345	326	346	312	1,329
	QoQ Change			-4.8%	-3.9%	7.4%	4.6%		-5.2%	-5.5%	6.1%	-9.8%	
	YoY Change	-7.6%	-17.4%	-6.1%	-6.1%	1.2%	2.8%	-2.1%	2.4%	0.6%	-0.6%	-14.3%	-3.2%
Other operating expenses		9	9	-	3	2	77	82	1	(4)	-	21	18
Operating profit (loss)		72	(2)	(10)	(8)	16	(97)	(99)	(13)	(8)	(27)	(36)	(84)
	QoQ Change			150.0%	-20.0%	N/M	N/M		-86.6%	-38.5%	237.5%	33.3%	
	YoY Change	125.0%	N/M	N/M	N/M	N/M	2325.0%	4850.0%	30.0%	0.0%	N/M	-62.9%	-15.2%
Net profit (loss) - reported		95	24	2	2	18	(69)	(47)	(2)	1	(12)	(12)	(25)
	QoQ Change			0.0%	0.0%	800.0%	N/M		-97.1%	N/M	N/M	0.0%	
	YoY Change	55.7%	-74.7%	-77.8%	-71.4%	200.0%	N/M	-295.8%	N/M	-50.0%	-166.7%	-82.6%	-46.8%
ADJUSTED NET PROFIT (LOSS) (excluding other operating income/expenses and one-time impairment)		102	31	2	4	20	(10)	16	(1)	(2)	(12)	4	(11)
	QoQ Change			-27.8%	115.5%	353.4%	N/M		-87.3%	69.1%	476.9%	N/M	
	YoY Change		-69.7%	-77.8%	-44.5%	71.6%	N/M	-47.8%	-161.5%	N/M	-161.4%	N/M	-169.0%
EBITDA reported		455	653	147	148	173	66	534	137	143	120	115	515
	QoQ Change			-15.0%	0.7%	16.9%	-61.8%		107.6%	4.4%	-16.1%	-4.2%	
	YoY Change	10.4%	43.5%	-8.1%	-8.1%	8.8%	-61.8%	-18.2%	-6.8%	-3.4%	-30.6%	74.2%	-3.6%
ADJUSTED EBITDA (excluding other operating income/expenses)		464	662	147	151	175	143	616	138	139	120	136	533
Key Cash Flow Metrics													
Operating cash flow		605	770	195	136	200	146	677	164	149	143	241	697
	QoQ Change			25.0%	-30.3%	47.1%	-27.0%		12.3%	-9.1%	-4.0%	68.5%	
	YoY Change	4.0%	27.3%	-18.4%	-24.9%	3.1%	-6.4%	-12.1%	-15.9%	9.6%	-28.5%	65.1%	3.0%
Capital expenditures, gross (cash)		310	310	63	83	72	75	293	65	73	100	81	319
	QoQ Change			-19.2%	31.7%	-13.3%	4.2%		-13.3%	12.3%	37.0%	-19.0%	
	YoY Change	27.6%	0.0%	-8.7%	-7.8%	-1.4%	-3.8%	-5.5%	3.2%	-12.0%	38.9%	8.0%	8.9%
Capital expenditures, net (cash)		309	306	63	82	72	75	292	65	73	100	80	318
	QoQ Change			-19.2%	30.2%	-12.2%	4.2%		-13.3%	12.3%	37.0%	-20.0%	
	YoY Change	28.2%	-1.0%	-8.7%	-8.9%	4.3%	-3.8%	-4.6%	3.2%	-11.0%	38.9%	6.7%	8.9%
Lease payments (IFRS 16)		-	259	69	46	76	51	242	67	48	67	48	230
Free cash flow		296	205	63	8	52	20	143	32	28	(24)	113	149
	QoQ Change			687.5%	-87.3%	550.0%	-61.5%		60.0%	-12.5%	N/M	N/M	
	YoY Change	-13.2%	-30.7%	-33.7%	-80.5%	-14.8%	150.0%	-30.2%	-49.2%	250.0%	N/M	465.0%	4.2%
Ratios													
Net margin		3.7%	1.0%	0.3%	0.4%	2.9%	-11.5%	-2.0%	-0.3%	0.2%	-2.2%	-2.3%	-1.1%
EBITDA margin		17.9%	26.8%	25.4%	25.9%	28.3%	11.0%	22.6%	23.9%	26.7%	22.0%	21.6%	23.6%
Capex/Sales		12.2%	12.7%	10.9%	14.6%	11.8%	12.5%	12.4%	11.3%	13.6%	18.3%	15.2%	14.6%



(NIS millions)

		FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020
Bezeq International													
Key Income Statement Metrics													
Total Revenues		1,537	1,391	341	339	329	330	1,339	317	314	315	325	1,271
	QoQ Change			-7.8%	-0.6%	-2.9%	0.3%		-3.9%	-0.9%	0.3%	3.2%	
	YoY Change		-9.5%	-3.1%	0.9%	-1.2%	-10.8%	-3.7%	-7.0%	-7.4%	-4.3%	-1.5%	-5.1%
Revenues from Internet services		670	659	N/A	N/A	N/A	N/A	632	N/A	N/A	N/A	N/A	596
	% of total revenues	43.6%	47.4%					47.2%					46.9%
Revenues from Voice and Business services (Data, ICT, PBX)		867	732	N/A	N/A	N/A	N/A	707	N/A	N/A	N/A	N/A	675
	% of total revenues	56.4%	52.6%					52.8%					53.1%
Revenues from Private Customers		488	468	N/A	N/A	N/A	N/A	441	N/A	N/A	N/A	N/A	401
	% of total revenues	31.8%	33.6%					32.9%					31.5%
Revenues from Business Customers		1,049	923	N/A	N/A	N/A	N/A	898	N/A	N/A	N/A	N/A	870
	% of total revenues	68.2%	66.4%					67.1%					68.5%
Key Income Statement Metrics													
Depreciation & amortization		135	194	46	46	47	51	190	43	38	42	26	149
	QoQ Change			-23.3%	0.0%	2.2%	8.5%		-15.7%	-11.6%	10.5%	-38.1%	
	YoY Change		43.7%	7.0%	2.2%	2.2%	-15.0%	-2.1%	-6.5%	-17.4%	-10.6%	-49.0%	-21.6%
Salaries		328	300	68	67	64	62	261	64	62	63	59	248
	QoQ Change			-2.9%	-1.5%	-4.5%	-3.1%		3.2%	-3.1%	1.6%	-6.3%	
	YoY Change		-8.5%	-19.0%	-10.7%	-9.9%	-11.4%	-13.0%	-5.9%	-7.5%	-1.6%	-4.8%	-5.0%
Operating & general expenses		915	812	201	203	213	210	827	181	187	203	231	802
	QoQ Change			-12.2%	1.0%	4.9%	-1.4%		-13.8%	3.3%	8.6%	13.8%	
	YoY Change		-11.3%	2.0%	4.1%	11.5%	-8.3%	1.8%	-10.0%	-7.9%	-4.7%	10.0%	-3.0%
Other operating expenses (income)		3	8	-	16	45	196	257	-	-	282	31	313
Operating profit (loss)		156	77	26	7	(40)	(189)	(196)	29	27	(275)	(22)	(241)
	QoQ Change			333.3%	-73.1%	N/M	372.5%		-115.3%	-6.9%	N/M	-92.0%	
	YoY Change		-50.6%	0.0%	-68.2%	N/M	N/M	N/M	11.5%	285.7%	587.5%	-88.4%	23.0%
Net profit (loss) - reported		115	51	20	4	(32)	(149)	(157)	22	21	(305)	(13)	(275)
	QoQ Change			300.0%	-80.0%	N/M	365.6%		-114.8%	-4.5%	N/M	-95.7%	
	YoY Change		-55.7%	11.1%	-71.4%	N/M	N/M	N/M	10.0%	425.0%	853.1%	-91.3%	75.2%
ADJUSTED NET PROFIT (excluding other operating income/expenses and one-time impairment)		117	57	20	16	3	2	41	22	21	(23)	18	38
	QoQ Change			126.0%	-18.4%	-83.8%	N/M		1045.8%	-4.5%	N/M	N/M	
	YoY Change		-51.3%	2.4%	23.4%	-82.9%	-78.3%	-28.5%	10.0%	28.7%	N/M	837.5%	-7.1%
EBITDA reported		291	271	72	53	7	(138)	(6)	72	65	(233)	4	(92)
	QoQ Change			9.1%	-26.4%	-86.8%	N/M		-152.2%	-9.7%	N/M	N/M	
	YoY Change		-6.9%	4.3%	-20.9%	-89.9%	N/M	-102.2%	0.0%	22.6%	N/M	N/M	1433.3%
ADJUSTED EBITDA (excluding other operating income/expenses and one-time impairment)		294	279	72	69	52	58	251	72	65	49	35	221
	QoQ Change			1.4%	-4.2%	-24.6%	11.5%		24.1%	-9.7%	-24.6%	-28.6%	
	YoY Change		-5.1%	1.4%	4.5%	-26.8%	-18.3%	-10.0%	0.0%	-5.8%	-5.8%	-39.7%	-12.0%
Key Cash Flow Metrics													
Operating cash flow		277	300	56	48	64	87	255	60	48	47	75	230
	QoQ Change			-47.2%	-14.3%	33.3%	35.9%		-31.0%	-20.0%	-2.1%	59.6%	
	YoY Change		8.3%	-16.4%	-11.1%	-12.3%	-17.9%	-15.0%	7.1%	0.0%	-26.6%	-13.8%	-9.8%
Capital expenditures, gross (cash)		142	127	33	34	40	21	128	34	33	28	21	116
	QoQ Change			26.9%	3.0%	17.6%	-47.5%		61.9%	-2.9%	-15.2%	-25.0%	
	YoY Change		-10.6%	6.5%	-22.7%	53.8%	-19.2%	0.8%	3.0%	-2.9%	-30.0%	0.0%	-9.4%
Capital expenditures, net (cash)		139	126	33	34	40	21	128	34	33	28	21	116
	QoQ Change			26.9%	3.0%	17.6%	-47.5%		61.9%	-2.9%	-15.2%	-25.0%	
	YoY Change		-9.4%	6.5%	-22.7%	60.0%	-19.2%	1.6%	3.0%	-2.9%	-30.0%	0.0%	-9.4%
Lease payments (IFRS 16)		-	36	8	8	8	8	32	8	8	7	7	30
Free cash flow		138	138	15	6	16	58	95	18	7	12	47	84
	QoQ Change			-79.2%	-60.0%	166.7%	262.5%		-69.0%	-61.1%	71.4%	291.7%	
	YoY Change		0.0%	-44.4%	500.0%	-57.9%	-19.4%	-31.2%	20.0%	16.7%	-25.0%	-19.0%	-11.6%
Ratios													
Net margin		7.5%	3.7%	5.9%	1.2%	-9.7%	-45.2%	-11.7%	6.9%	6.7%	-96.8%	-4.0%	-21.6%
EBITDA margin		18.9%	19.5%	21.1%	15.6%	2.1%	-41.8%	-0.4%	22.7%	20.7%	-74.0%	1.2%	-7.2%
Capex/Sales		9.2%	9.1%	9.7%	10.0%	12.2%	6.4%	9.6%	10.7%	10.5%	8.9%	6.5%	9.1%



(NIS millions)

		FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020
yes - Reported													
Key Income Statement Metrics													
Revenues		1,650	1,473	343	337	334	331	1,345	338	319	313	317	1,287
	QoQ Change			-3.7%	-1.7%	-0.9%	-0.9%		2.1%	-5.6%	-1.9%	1.3%	
	YoY Change	-5.4%	-10.7%	-8.5%	-10.1%	-9.0%	-7.0%	-8.7%	-1.5%	-5.3%	-6.3%	-4.2%	-4.3%
Depreciation, amortization & impairment		285	323	55	68	50	46	219	44	50	50	59	203
	QoQ Change			-34.5%	23.6%	-26.5%	-8.0%		-4.3%	13.6%	0.0%	18.0%	
	YoY Change	-3.7%	13.3%	-30.4%	-13.9%	-38.3%	-45.2%	-32.2%	-20.0%	-26.5%	0.0%	28.3%	-7.3%
Salaries		245	233	56	54	52	54	216	54	48	50	51	203
	QoQ Change			-5.1%	-3.6%	-3.7%	3.8%		0.0%	-11.1%	4.2%	2.0%	
	YoY Change	-1.6%	-4.9%	-3.4%	-10.0%	-7.1%	-8.5%	-7.3%	-3.6%	-11.1%	-3.8%	-5.6%	-6.0%
Operating, general & impairment expenses		957	956	234	248	211	230	923	231	210	195	221	857
	QoQ Change			-4.1%	6.0%	-14.9%	9.0%		0.4%	-9.1%	-7.1%	13.3%	
	YoY Change	1.1%	-0.1%	-1.3%	0.8%	-7.9%	-5.7%	-3.5%	-1.3%	-15.3%	-7.6%	-3.9%	-7.2%
Loss from impairment of assets		-	1,100	-	-	-	-	-	-	-	-	-	-
Other operating expenses (income), net		-	17	43	(9)	1	7	42	-	(12)	-	(3)	(15)
Operating profit (loss)		163	(1,156)	(45)	(24)	20	(6)	(55)	9	23	18	(11)	39
	QoQ Change			N/M	-46.7%	N/M	N/M		N/M	155.6%	-21.7%	N/M	
	YoY Change	-38.3%	N/M	4400.0%	41.2%	1900.0%	-99.5%	-95.2%	N/M	N/M	-10.0%	83.3%	-170.9%
Finance expenses (income), net		71	(11)	5	2	4	1	12	(5)	4	1	13	13
	QoQ Change			N/M	-60.0%	100.0%	-75.0%		N/M	N/M	-75.0%	1200.0%	
	YoY Change	22.4%	N/M	N/M	N/M	33.3%	N/M	N/M	N/M	100.0%	-75.0%	1200.0%	N/M
Net profit (loss) - reported		(244)	(1,148)	(50)	(27)	15	(7)	(69)	14	18	16	(24)	24
	QoQ Change			-95.6%	-46.0%	N/M	N/M		N/M	28.6%	-11.1%	N/M	
	YoY Change	N/M	370.5%	N/M	170.0%	N/M	-99.4%	-94.0%	N/M	N/M	6.7%	242.9%	-134.8%
EBITDA reported		448	(833)	10	44	70	40	164	53	73	68	48	242
	QoQ Change			N/M	340.0%	59.1%	-42.9%		32.5%	37.7%	-6.8%	-29.4%	
	YoY Change	-20.0%	N/M	-87.2%	-29.0%	-14.6%	N/M	N/M	430.0%	65.9%	-2.9%	20.0%	47.6%
ADJUSTED EBITDA (excluding other operating income/expenses and one-time impairment)		448	284	53	35	71	47	206	53	61	68	45	227
Key Cash Flow Metrics													
Operating cash flow		430	226	53	22	37	31	143	41	39	69	14	163
	QoQ Change			15.2%	-58.5%	68.2%	-16.2%		32.3%	-4.9%	76.9%	-79.7%	
	YoY Change	-31.6%	-47.4%	-38.4%	-63.3%	8.8%	-32.6%	-36.7%	-22.6%	77.3%	86.5%	-54.8%	14.0%
Capital expenditures, gross (cash)		235	298	64	74	69	32	239	37	41	38	26	142
	QoQ Change			-22.0%	15.6%	-6.8%	-53.6%		15.6%	10.8%	-7.3%	-31.6%	
	YoY Change	12.4%	26.8%	3.2%	-1.3%	-12.7%	-61.0%	-19.8%	-42.2%	-44.6%	-44.9%	-18.8%	-40.6%
Capital expenditures, net (cash)		234	297	64	73	69	32	238	37	40	38	26	141
	QoQ Change			-21.0%	14.1%	-5.5%	-53.6%		15.6%	8.1%	-5.0%	-31.6%	
	YoY Change	12.5%	26.9%	3.2%	-2.7%	-12.7%	-60.5%	-19.9%	-42.2%	-45.2%	-44.9%	-18.8%	-40.8%
Lease payments (IFRS 16)		-	31	8	7	8	7	30	7	7	6	6	26
Free cash flow		196	(102)	(19)	(58)	(40)	(8)	(125)	(3)	(8)	25	(18)	(4)
	QoQ Change			-53.7%	205.3%	-31.0%	-80.0%		-62.5%	166.7%	N/M	N/M	
	YoY Change	-53.4%	N/M	N/M	152.2%	-25.9%	-80.5%	22.5%	-84.2%	-86.2%	N/M	125.0%	-96.8%
Ratios													
Net margin		(14.8%)	(77.9%)	(14.6%)	(8.0%)	4.5%	(2.1%)	(5.1%)	4.1%	5.6%	5.1%	(7.6%)	1.9%
EBITDA margin		27.2%	(56.6%)	2.9%	13.1%	21.0%	12.1%	12.2%	15.7%	22.9%	21.7%	15.1%	18.8%
Capex/Sales		14.2%	20.2%	18.7%	22.0%	20.7%	9.7%	17.8%	10.9%	12.9%	12.1%	8.2%	11.0%



(NIS millions)

	FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020
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yes - Proforma (Excluding Impairment Loss)

Key Income Statement Metrics

Revenues		1,650	1,473	343	337	334	331	1,345	338	319	313	317	1,287
QoQ Change				-1.7%	-0.9%	-0.9%		2.1%	-5.6%	-1.9%	1.3%		
YoY Change			-10.7%	-8.5%	-10.1%	-9.0%	-7.0%	-8.7%	-1.5%	-5.3%	-6.3%	-4.2%	-4.3%
Depreciation & amortization		285	323	78	81	93	82	334	76	78	76	80	310
QoQ Change				3.8%	14.8%	-11.8%		-7.3%	2.6%	-2.6%	5.3%		
YoY Change			13.3%	-1.3%	2.5%	14.8%	-2.4%	3.4%	-2.6%	-3.7%	-18.3%	-2.4%	-7.2%
Salaries		245	233	55	51	50	53	209	51	47	48	49	195
QoQ Change				-7.3%	-2.0%	6.0%		-3.8%	-7.8%	2.1%	2.1%		
YoY Change			-4.9%	-5.2%	-15.0%	-10.7%	-10.2%	-10.3%	-7.3%	-7.8%	-4.0%	-7.5%	-6.7%
Operating & general expenses		957	956	226	222	219	228	895	222	212	204	200	838
QoQ Change				-1.8%	-1.4%	4.1%		-2.6%	-4.5%	-4.5%	-2.0%		
YoY Change			-0.1%	-4.6%	-9.8%	-4.4%	-6.6%	-6.4%	-1.8%	-4.5%	-6.8%	-12.3%	-6.4%
Other operating expenses (income), net		-	17	43	(9)	1	7	42	-	(12)	1	(3)	(14)
QoQ Change					N/M	600.0%		N/M	N/M	N/M	N/M		
YoY Change			N/M		N/M	-12.5%	147.1%	N/M	33.3%	0.0%	N/M		-133.3%
Operating profit (loss)		163	(56)	(59)	(8)	(29)	(39)	(135)	(11)	(6)	(16)	(9)	(42)
QoQ Change				-86.4%	262.5%	34.5%		-71.8%	-45.5%	166.7%	-43.8%		
YoY Change			N/M	-52.9%	N/M	0.0%	141.1%	-81.4%	-25.0%	-44.8%	-76.9%		-68.9%
Finance expenses (income), net		71	(11)	5	2	4	1	12	(5)	4	1	13	13
QoQ Change					100.0%	-75.0%		N/M	N/M	-75.0%	1200.0%		
YoY Change			N/M		33.3%	N/M	N/M	N/M	100.0%	-75.0%	N/M		N/M
Net profit (loss) - reported		(244)	(48)	(64)	(11)	(34)	(40)	(149)	(6)	(11)	(18)	(22)	(57)
QoQ Change				-82.8%	209.1%	17.6%		-85.0%	83.3%	63.6%	22.2%		
YoY Change			-80.3%	10.0%	1600.0%	8.1%	210.4%	-90.6%	0.0%	-47.1%	-45.0%		-61.7%
ADJUSTED NET PROFIT (LOSS)		(244)	(31)	(21)	(20)	(33)	(33)	(107)	(6)	(23)	(17)	(25)	(71)
QoQ Change				-27.6%	-4.8%	65.0%	0.0%	-81.8%	283.3%	-26.1%	47.1%		
YoY Change			-87.3%	N/M	566.7%	1550.0%	13.8%	245.2%	-71.4%	15.0%	-48.5%	-24.2%	-33.6%
EBITDA		448	267	19	73	64	43	199	65	72	60	71	268
QoQ Change				284.2%	-12.3%	-32.8%		51.2%	10.8%	-16.7%	18.3%		
YoY Change			-40.4%	-75.6%	17.7%	-22.0%	-4.4%	-25.5%	242.1%	-1.4%	-6.3%	65.1%	34.7%
ADJUSTED EBITDA		448	284	62	64	65	50	241	65	60	61	68	254
QoQ Change				17.0%	3.2%	1.6%	-23.1%	30.0%	-7.7%	1.7%	11.5%		
YoY Change			-36.6%	-22.5%	-7.2%	-20.7%	-5.7%	-15.1%	4.8%	-6.3%	-6.2%	36.0%	5.4%



(NIS millions)

	FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020
Key subsidiary companies (Pelephone, Bezeq International, yes - proforma)												
Key Income Statement Metrics												
Revenues	5,733	5,307	1,262	1,246	1,275	1,263	5,046	1,228	1,168	1,173	1,175	4,744
QoQ Change			-6.1%	-1.3%	2.3%	-0.9%		-2.8%	-4.9%	0.4%	0.2%	
YoY Change		-7.4%	-6.2%	-5.1%	-2.2%	-6.0%	-4.9%	-2.7%	-6.3%	-8.0%	-7.0%	-6.0%
Depreciation, amortization & impairment	803	1,172	281	283	297	296	1,157	269	267	265	257	1,058
QoQ Change			-12.5%	0.7%	4.9%	-0.3%		-9.1%	-0.7%	-0.7%	-3.0%	
YoY Change		46.0%	0.4%	0.0%	3.1%	-7.8%	-1.3%	-4.3%	-5.7%	-10.8%	-13.2%	-8.6%
Salaries	957	912	217	213	203	210	843	205	179	190	193	767
QoQ Change			-0.9%	-1.8%	-4.7%	3.4%		-2.4%	-12.7%	6.1%	1.6%	
YoY Change		-4.7%	-10.3%	-7.4%	-8.1%	-4.1%	-7.6%	-5.5%	-16.0%	-6.4%	-8.1%	-9.0%
Operating & general expenses	3,570	3,170	764	749	780	802	3,095	748	725	753	743	2,969
QoQ Change			-7.6%	-2.0%	4.1%	2.8%		-6.7%	-3.1%	3.9%	-1.3%	
YoY Change		-11.2%	-3.7%	-4.7%	2.1%	-3.0%	-2.4%	-2.1%	-3.2%	-3.5%	-7.4%	-4.1%
Other operating expenses (income), net	12	34	43	10	48	280	381	1	(16)	283	49	317
Operating profit (loss)	391	19	(43)	(9)	(53)	(325)	(430)	5	13	(318)	(67)	(367)
QoQ Change			16.2%	N/M	N/M	513.2%		-101.5%	160.0%	N/M	-78.9%	
YoY Change		-95.1%	N/M	-228.6%	N/M	778.4%	N/M	-111.6%	-244.4%	500.0%	-79.4%	N/M
Net profit (loss) - reported	(34)	27	(42)	(5)	(48)	(258)	(353)	14	11	(335)	(47)	(357)
QoQ Change			40.0%	N/M	N/M	437.5%		-105.4%	-21.4%	N/M	-86.0%	
YoY Change		N/M	N/M	-145.5%	N/M	760.0%	N/M	-133.3%	-320.0%	597.9%	-81.8%	N/M
EBITDA reported	1,194	1,191	238	274	244	-29	727	274	280	(53)	190	691
QoQ Change			-16.2%	15.1%	-10.9%	-111.9%		-1044.8%	2.2%	-118.9%	-458.5%	
YoY Change		-0.3%	-22.5%	-5.5%	-21.3%	-110.2%	-39.0%	15.1%	2.2%	-121.7%	-755.2%	-5.0%
Key Cash Flow Metrics												
Operating cash flow	1,312	1,296	304	206	301	264	1,075	265	236	259	330	1,090
QoQ Change			-1.3%	-32.2%	46.1%	-12.3%		0.4%	-10.9%	9.7%	27.4%	
YoY Change		-1.2%	-22.4%	-30.2%	0.0%	-14.3%	-17.1%	-12.8%	14.6%	-14.0%	25.0%	1.4%
Capital expenditures, gross (cash flow)	687	735	160	191	181	128	660	136	147	166	128	577
QoQ Change			-14.0%	19.4%	-5.2%	-29.3%		6.3%	8.1%	12.9%	-22.9%	
YoY Change		7.0%	-1.2%	-8.6%	1.7%	-31.2%	-10.2%	-15.0%	-23.0%	-8.3%	0.0%	-12.6%
Capital expenditures, net (cash flow)	682	729	160	189	181	128	658	136	146	166	127	575
QoQ Change			-13.5%	18.1%	-4.2%	-29.3%		6.3%	7.4%	13.7%	-23.5%	
YoY Change		6.9%	-1.2%	-9.6%	4.6%	-30.8%	-9.7%	-15.0%	-22.8%	-8.3%	-0.8%	-12.6%
Lease payments (IFRS 16)	-	326	85	61	92	66	304	82	63	80	61	286
Free cash flow	630	241	59	(44)	28	70	113	47	27	13	142	229
QoQ Change			55.3%	N/M	-163.6%	150.0%		-32.9%	-42.6%	-51.9%	992.3%	
YoY Change		-61.7%	-57.2%	N/M	-39.1%	84.2%	-53.1%	-20.3%	-161.4%	-53.6%	102.9%	102.7%



(NIS millions)

FY 2017 FY 2018 Q1 2019 Q2 2019 Q3 2019 Q4 2019 FY 2019 Q1 2020 Q2 2020 Q3 2020 Q4 2020 FY 2020

Key subsidiary companies (Pelephone, Bezeq International, yes - proforma)

Adjusted EBITDA - Key Subsidiary Companies

Pelephone Adjusted EBITDA	464	662	147	151	175	143	616	138	139	120	136	533
Bezeq International Adjusted EBITDA	294	279	72	69	52	58	251	72	65	49	35	221
yes Adjusted EBITDA	448	284	62	64	65	50	241	65	60	61	68	254
TOTAL ADJUSTED EBITDA	1,206	1,225	281	284	292	251	1,108	275	264	230	239	1,008
QoQ Change			-5.7%	1.1%	2.8%	-14.0%		9.6%	-4.0%	-12.9%	3.9%	
YoY Change		1.6%	-9.6%	-4.4%	-8.5%	-15.8%	-9.6%	-2.1%	-7.0%	-21.2%	-4.8%	-9.0%

Adjusted Net Profit - Key Subsidiary Companies

Pelephone Adjusted Net Profit	102	31	2	4	20	(10)	16	(1)	(2)	(12)	4	(11)
Bezeq International Adjusted Net Profit	117	57	20	16	3	2	41	22	21	(23)	18	38
yes Adjusted Net Profit	(244)	(31)	(21)	(20)	(33)	(33)	(107)	(6)	(23)	(17)	(25)	(71)
TOTAL ADJUSTED NET PROFIT	(25)	57	1	1	(11)	(41)	(50)	15	(4)	(52)	(3)	(44)
QoQ Change			-105.8%	0.0%	N/M	277.3%		N/M	N/M	1174.5%	-94.6%	
YoY Change		N/M	-96.8%	-96.5%	N/M	134.7%	-187.5%	1377.0%	N/M	381.0%	-93.1%	-11.7%

Bezeq - The Israel Telecommunication Corp. Ltd



	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020	
Bezeq Fixed-Line																				
Key Performance Indicators																				
Total outgoing minutes (in millions)	10,699	9,758	8,694	7,047	6,200	5,607	5,006	4,475	4,014	926	865	888	820	3,499	883	1,079	1,019	1,004	3,985	
QoQ Change										-6.4%	-6.6%	2.7%	-7.7%		7.7%	22.2%	-5.6%	-1.5%		
YoY Change	-11.0%	-8.8%	-10.9%	-18.9%	-12.0%	-9.6%	-10.7%	-10.6%	-10.3%	-12.2%	-14.4%	-7.5%	-17.1%	-12.8%	-4.6%	24.7%	14.8%	22.4%	13.9%	
Total incoming minutes (in millions)	6,547	6,240	6,225	6,115	5,829	5,628	5,297	4,972	4,627	1,090	1,056	1,099	1,046	4,291	1,120	1,293	1,368	1,326	5,107	
QoQ Change										-6.0%	-3.1%	4.1%	-4.8%		7.1%	15.4%	5.8%	-3.1%		
YoY Change	-2.5%	-4.7%	-0.2%	-1.8%	-4.7%	-3.4%	-5.9%	-6.1%	-6.9%	-8.5%	-8.3%	-2.3%	-9.8%	-7.3%	2.8%	22.4%	24.5%	26.8%	19.0%	
Total access lines (in 000's)	2,366	2,367	2,268	2,216	2,205	2,087	2,010	1,916	1,818	1,792	1,768	1,743	1,718	1,718	1,694	1,675	1,653	1,639	1,639	
QoQ Change										-1.4%	-1.3%	-1.4%	-1.4%		-1.4%	-1.1%	-1.3%	-0.8%		
YoY Change	-4.7%	0.0%	-4.2%	-2.3%	-0.5%	-5.4%	-3.7%	-4.7%	-5.1%	-5.1%	-5.2%	-5.4%	-5.5%	-5.5%	-5.5%	-5.3%	-5.2%	-4.6%	-4.6%	
QoQ Line change (000's)	(117)	1	(99)	(52)	(11)	(118)	(77)	(94)	(98)	(26)	(24)	(25)	(25)	(100)	(24)	(19)	(22)	(14)	(79)	
Average revenue per line (ARPL) (in NIS)	109	85	81	74	63	59	57	54	52	50	49	49	48	49	48	51	51	50	50	
QoQ Change										-2.0%	-2.0%	0.0%	-2.0%		0.0%	6.3%	0.0%	-2.0%		
YoY Change	0.0%	-22.0%	-4.7%	-8.6%	-14.9%	-6.3%	-3.4%	-5.3%	-3.7%	-5.7%	-5.8%	-3.9%	-5.9%	-5.8%	-4.0%	4.1%	4.1%	4.2%	2.0%	
BE Router (in thousands)	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	100	159	215	272	321	321	378	433	487	537	
Bspot and Be Mesh (in thousands)										60	77	100	116	116	144	177	218	248	248	
Churn rate (telephony)	<i>N/A</i>	11.6%	15.3%	13.1%	11.1%	10.1%	10.2%	9.8%	11.6%	3.0%	2.7%	3.0%	2.9%	11.7%	3.2%	2.7%	3.4%	3.2%	12.5%	
Broadband Internet lines (in 000's)- Total	1,066	1,111	1,169	1,263	1,364	1,479	1,558	1,635	1,656	1,635	1,613	1,589	1,575	1,575	1,566	1,571	1,565	1,556	1,556	
QoQ Change										-1.3%	-1.3%	-1.5%	-0.9%		-0.6%	0.3%	-0.4%	-0.6%		
YoY Change	3.0%	4.2%	5.2%	8.0%	8.0%	8.4%	5.3%	4.9%	1.3%	-1.1%	-2.9%	-4.4%	-4.9%	-4.9%	-4.2%	-2.6%	-1.5%	-1.2%	-1.2%	
QoQ Line change (000's)	31	45	58	94	101	115	79	77	21	(21)	(22)	(24)	(14)	(81)	(9)	5	(6)	(9)	(19)	
Broadband Internet lines (in 000's)-Wholesale	-	-	-	-	-	244	377	532	626	624	612	601	592	592	584	580	570	557	557	
QoQ Change										-0.3%	-1.9%	-1.8%	-1.5%		-1.4%	-0.7%	-1.7%	-2.3%		
YoY Change							54.5%	41.1%	17.7%	8.7%	2.0%	-2.6%	-5.4%	-5.4%	-6.4%	-5.2%	-5.2%	-5.9%	-5.9%	
QoQ Line change (000's)							133	155	94	(2)	(12)	(11)	(9)	(34)	(8)	(4)	(10)	(13)	(35)	
Wholesale lines as % of total broadband lines						16.5%	24.2%	32.5%	37.8%	38.2%	37.9%	37.8%	37.6%	37.6%	37.3%	36.9%	36.4%	35.8%	35.8%	
Broadband Internet lines (in 000's) - Retail	1,066	1,111	1,169	1,263	1,364	1,235	1,181	1,103	1,030	1,011	1,001	988	983	983	982	991	995	999	999	
QoQ Change										-1.8%	-1.0%	-1.3%	-0.5%		-0.1%	0.9%	0.4%	0.4%		
YoY Change	3.0%	4.2%	5.2%	8.0%	8.0%	-9.5%	-4.4%	-6.6%	-6.6%	-6.3%	-5.7%	-5.5%	-4.6%	-4.6%	-2.9%	-1.0%	0.7%	1.6%	1.6%	
QoQ Line change (000's)	31	45	58	94	101	(129)	(54)	(78)	(73)	(19)	(10)	(13)	(5)	(47)	(1)	9	4	4	16	
Broadband Internet ARPU (in NIS) - Retail	75	80	81	84	84	88	89	90	93	96	97	98	98	97	98	98	100	102	99	
QoQ Change										0.0%	1.0%	1.0%	0.0%		0.0%	2.0%	2.0%	2.0%		
YoY Change	8.7%	6.7%	1.3%	3.7%	0.0%	4.8%	1.1%	1.1%	3.3%	4.3%	4.3%	5.4%	2.1%	4.3%	2.1%	1.0%	2.0%	4.1%	2.1%	
Average broadband speed per subscriber (end of period, Mbps)	4.3	6.7	9.6	18.1	32.5	37.8	43.4	51.5	59.1	61.5	64.0	66.2	67.8	67.8	69.1	70.4	71.6	74.2	74.2	
QoQ Change										4.1%	4.1%	3.4%	2.4%		1.9%	1.9%	1.7%	3.6%		
YoY Change	59.3%	55.8%	43.3%	88.5%	79.6%	16.3%	14.8%	18.7%	14.8%	15.0%	15.5%	15.3%	14.7%	14.7%	12.4%	10.0%	8.2%	9.4%	9.4%	
Number of employees	7,216	7,076	7,422	6,479	5,964	5,896	5,649	5,582	5,494	5,358	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	5,256	5,256	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	5,408	
YoY Change	-2.0%	-1.9%	4.9%	-12.7%	-7.9%	-1.1%	-4.2%	-1.2%	-1.6%					-4.3%					2.9%	
Market share - Internet (retail and wholesale)	59%	59%	60%	63%	66%	68%	69%	70%	69%	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	63%	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	61%	
Market share - telephony (private sector)	65%	63%	59%	57%	56%	56%	55%	53%	52%	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	53%	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	54%	
Market share - telephony (business sector)	78%	76%	75%	74%	74%	74%	73%	72%	71%	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	71%	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	70%	

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	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020	
Telephone																				
Key Performance Indicators																				
Total Subscribers (EOP, in 000's)	2,857	2,847	2,800	2,642	2,586	2,651	2,402	2,525	2,205	2,216	2,254	2,301	2,327	2,327	2,356	2,365	2,396	2,442	2,442	
QoQ Change										0.5%	1.7%	2.1%	1.1%		1.2%	0.4%	1.3%	1.9%		
YoY Change	3.3%	-0.4%	-1.7%	-5.6%	-2.1%	2.5%	-9.4%	5.1%	-12.7%	-13.0%	-13.3%	5.3%	5.5%	5.5%	6.3%	4.9%	4.1%	4.9%	4.9%	
QoQ subscriber change (000's)	91	(10)	(47)	(158)	(56)	65	(249)	123	(320)	11	38	47	26	122	29	9	31	46	115	
Postpaid Subscribers (EOP, in 000's)	N/A	N/A	N/A	N/A	1,750	1,726	1,669	1,729	1,831	1,834	1,857	1,886	1,902	1,902	1,928	1,948	1,976	2,004	2,004	
QoQ Change										0.2%	1.3%	1.6%	0.8%		1.4%	1.0%	1.4%	1.4%		
YoY Change							-1.4%	-3.3%		4.2%	3.2%	3.8%	3.9%		5.1%	4.9%	4.8%	5.4%		
QoQ subscriber change (000's)							(24)	(57)	60	3	23	29	16	71	26	20	28	28	102	
Prepaid Subscribers (EOP, in 000's)	N/A	N/A	N/A	N/A	836	925	733	796	374	382	397	415	425	425	428	417	420	438	438	
QoQ Change										2.1%	3.9%	4.5%	2.4%		0.7%	-2.6%	0.7%	4.3%		
YoY Change							10.6%	-20.8%	8.6%	-53.0%	-51.4%	-50.4%	12.8%	13.6%	12.0%	5.0%	1.2%	3.1%	3.1%	
QoQ subscriber change (000's)							89	(192)	63	(422)	8	15	18	10	51	3	(11)	3	18	
ARPU (in NIS)	111	107	95	86	78	64	63	61	62	63	64	65	60	63	58	56	56	55	56	
QoQ Change										-4.5%	1.6%	1.6%	-7.7%		-3.3%	-3.4%	0.0%	-1.8%		
YoY Change		-3.6%	-11.2%	-9.5%	-9.3%	-17.9%	-1.6%	-3.2%	1.6%	10.5%	12.3%	-4.4%	-9.1%	1.6%	-7.9%	-12.5%	-13.8%	-8.3%	-11.1%	
Churn rate	15.3%	22.9%	22.4%	28.6%	28.0%	25.8%	23.7%	28.2%	33.3%	8.7%	7.5%	7.3%	7.3%	30.8%	7.2%	6.8%	7.0%	5.9%	26.9%	
Number of employees	N/A	N/A	4,072	3,288	3,001	2,679	2,594	2,551	2,453	N/A	N/A	N/A	2,202	2,202	N/A	N/A	N/A	1,900	1,900	
YoY Change				-19.3%	-8.7%	-10.7%	-3.2%	-1.7%	-3.8%					-10.2%					-13.7%	
Market share	28.9%	29.0%	28.2%	26.3%	25.5%	25.2%	23.1%	23.6%	20.7%	N/A	N/A	N/A	N/A	21.2%	N/A	N/A	21.4%	N/A	N/A	
Bezeq International																				
Key Performance Indicators																				
Number of employees	2,112	2,262	2,102	2,007	1,932	1,966	1,905	1,864	1,653	N/A	N/A	N/A	1,419	1,419	N/A	N/A	N/A	1,311	1,311	
YoY Change	-13.6%	7.1%	-7.1%	-4.5%	-3.7%	1.8%	-3.1%	-2.2%	-11.3%					-14.2%					-7.6%	
Churn rate (ISP)	12.7%	12.6%	18.4%	18.0%	17.0%	17.3%	20.4%	23.4%	25.5%	6.6%	6.2%	7.1%	6.3%	26.2%	6.7%	6.1%	7.2%	10.2%	30.2%	
Market share - ISP	35.9%	37.5%	38.8%	40.6%	42%	44%	44%	N/A	N/A	N/A	N/A	N/A	N/A	30.0%	N/A	N/A	N/A	N/A	34.0%	
Market share - ILD (Outgoing)	30.7%	30.0%	24.6%	21.2%	23%	21%	21%	25.6%	23.3%	N/A	N/A	N/A	N/A	27.0%	N/A	N/A	N/A	N/A	22.3%	
yes																				
Key Performance Indicators																				
Subscribers (EOP, in 000's)	578	586	578	600	630	635	614	587	574	568	565	558	555	555	556	557	556	557	557	
QoQ Change										-1.0%	-0.5%	-1.2%	-0.5%		0.2%	0.2%	-0.2%	0.2%		
YoY Change	1.2%	1.4%	-1.4%	3.8%	5.0%	0.8%	-3.3%	-4.4%	-2.2%	-2.1%	-2.9%	-4.5%	-3.3%	-3.3%	-2.1%	-1.4%	-0.4%	0.4%	0.4%	
QoQ subscriber change (000's)							(21)	(27)	(13)	(6)	(3)	(7)	(3)	(19)	1	1	(1)	1	2	
ARPU (in NIS)*	230	232	234	233	234	233	233	228	211	200	197	195	195	197	195	190	187	186	190	
QoQ Change										-2.9%	-1.5%	-1.0%	0.0%		0.0%	-2.6%	-1.6%	-0.5%		
YoY Change	1.8%	0.9%	1.0%	-0.4%	0.4%	-0.4%	0.0%	-2.1%	-7.5%	-6.5%	-8.4%	-7.1%	-5.3%	-6.6%	-2.5%	-3.6%	-4.1%	-4.6%	-3.6%	
Churn rate	13.0%	11.9%	15.4%	13.5%	12.8%	13.9%	15.9%	18.8%	21.5%	5.6%	4.9%	5.5%	5.2%	21.2%	5.9%	4.8%	5.4%	4.9%	21.0%	
Number of employees	2,229	2,227	2,276	2,208	2,042	1,984	1,753	1,680	1,532	N/A	1,350	N/A	1,335	1,335	N/A	N/A	N/A	1,229	1,229	
YoY Change	3.3%	-0.1%	2.2%	-3.0%	-7.5%	-2.8%	-11.6%	-4.2%	-8.8%					-12.9%					-7.9%	
Mkt share	39%	40%	39%	40%	42%	42%	40%	37%	34%	N/A	N/A	N/A	N/A	32%	N/A	N/A	N/A	N/A	32%	

* In Q1 2020, yes updated its ARPU definition so that ARPU does not include revenue from content sales to external broadcasters. As a result, ARPU data for 2018 and 2019 was adjusted retroactively.



Bezeq

NIS Millions

Jan 1, 2021-
Dec 31, 2021Jan 1, 2022-
Dec 31, 2022

Bezeq Fixed-Line - Cash Flow Forecast

	Jan 1, 2021- Dec 31, 2021	Jan 1, 2022- Dec 31, 2022
Cash and cash equivalents at the beginning of the period	431**	794
Sources		
Net cash from operating activities	1,876	2,009
Proceeds from the sale of property, plant and equipment	260	67
Proceeds from redemption of bank and other deposits	754	434
Miscellaneous	8	3
Cash flows from investing activities	1,022	504
Debenture issuance and new loans	300*	650*
Cash flows from financing activities	300	650
Total	3,198	3,163
Loans from investees	300	259
Miscellaneous	22	-
Total cash from investees	322	259
TOTAL SOURCES	3,520	3,422
Uses		
Acquisition of fixed assets and investment in intangible assets	(1,105)	(1,027)
Investment in bank and other deposits	(464)	-
Cash used in investing activities	(1,569)	(1,027)
Repayment of bank loans	(402)*	(306)*
Repayment of public debentures	(558)	(864)
Repayment of private debentures and non-bank credit	(98)	(77)
Principal and interest payments on leases	(115)	(130)
Interest payments and other finance expenses	(276)	(254)
Miscellaneous	(40)	(47)
Cash used in financing activities	(1,489)	(1,678)
Total	(3,058)	(2,705)
Investment in a subsidiary	(63)	(45)
Interest payment	(36)	(43)
Repayment of loans from subsidiaries	-	-160
Total cash used in investees	(99)	(248)
TOTAL USES	(3,157)	(2,953)
Cash and cash equivalents at the end of the period	794	1,263

*The forecasts for the issuance and repayment of debt as well as the early repayment of bank loans, assumes the continuation of the Company's plan to extend debt maturities in the years 2021-2022. The timing of the early repayments is an estimation and may change between years.



Debt Ratings & Repayments

<u>Rating Agency</u>	<u>Rating</u>	<u>Outlook</u>	
S&P Global Ratings Maalot	iiAA-	Stable	
Midroog	Aa3.il	Stable	(Negative Credit Review - Dec 2020)

Summary of Financial Undertakings as of December 31, 2020 (based on repayment dates)

In NIS millions

Notes Issued to the Public (Bezeq Fixed-Line)

	CPI Linked	Unlinked	Interest	Total Principal and Interest
First year	518,333	35,708	185,394	739,435
Second year	606,668	250,205	165,704	1,022,577
Third year	265,005	643,490	136,242	1,044,737
Fourth year	265,005	643,490	106,925	1,015,420
Fifth year and thereafter	1,534,245	1,478,256	198,331	3,210,832
Total	3,189,256	3,051,149	792,596	7,033,001

Private Notes and Other Non-Bank Credit (Bezeq Fixed-Line)

	CPI Linked	Unlinked	Interest	Total Principal and Interest
First year	-	98,333	34,387	132,720
Second year	-	76,667	30,593	107,260
Third year	-	76,667	27,771	104,438
Fourth year	-	45,000	25,267	70,267
Fifth year and thereafter	-	695,000	66,473	761,473
Total	-	991,667	184,491	1,176,158



Debt Ratings & Repayments

Credit from Israeli Banks (Bezeq Fixed-Line)

	CPI Linked	Unlinked	Interest	Total Principal and Interest
First year	-	101,556	37,977	139,533
Second year	-	6,000	33,992	39,992
Third year	-	6,000	33,794	39,794
Fourth year	-	286,000	28,698	314,698
Fifth year and thereafter	-	713,000	35,922	748,922
Total	-	1,112,556	170,383	1,282,939

Total Debt - Bezeq Fixed-Line

	CPI Linked	Unlinked	Interest	Total Principal and Interest
First year	518,333	235,597	257,758	1,011,688
Second year	606,668	332,872	230,289	1,169,829
Third year	265,005	726,157	197,807	1,188,969
Fourth year	265,005	974,490	160,890	1,400,385
Fifth year and thereafter	1,534,245	2,886,256	300,726	4,721,227
Total	3,189,256	5,155,372	1,147,470	9,492,098



	Principal (NIS millions)	Currency	Linkage	Type of Interest	Average Interest Rate	Interest Rate Range in 2020
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Debt Terms

The following table shows the distribution of long-term debt as of September 30, 2020 (including current maturities):

Banks	1,113	NIS	Unlinked	Fixed	3.49%	3.20% - 5.30%
Non-bank sources	71	NIS	Unlinked	Variable; based on the annual interest rate for Treasury Bills	1.43%	1.43% - 1.54%
Non-bank sources	3,971	NIS	Unlinked	Fixed	3.10%	3.20% - 5.25%
Non-bank sources	3,189	NIS	CPI	Fixed	1.92%	1.70% - 3.70%



GLOSSARY

Glossary

EBITDA	= Earnings Before Interest, taxes, depreciation, amortization and ongoing losses from impairment of fixed and intangible assets
Adjusted EBITDA	= EBITDA excluding other operating income/expenses and one-time loss from impairment of assets
Net Debt/Adjusted EBITDA	= Adjusted EBITDA in this ratio is EBITDA (Trailing Twelve Months) less lease payments and excluding other income/expenses and one-time loss from impairment of assets
Free cash flow	= Operating cash flows less net capital expenditures and lease payments
Net capital expenditures	= Purchase of property, plant & equipment (PPE), plus investments in intangible assets, less proceeds from the sale of PPE
FFO	= Cash flow from operating activities less changes in working capital and payments for leases
ARPL	= Average revenue per line
ARPU	= Average revenue per user
N/A	= Not available
N/M	= Not meaningful
TTM	= Trailing twelve months